

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY MOSCOW PRIORITY

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FROM COMMERCE

SUBJECT: NATIONAL JET VISIT-- KAMA NEGOTIATIONS

1. WAYNE B. STONE, ATTORNEY REPRESENTING NATIONAL JET COMPANIES (NAJET), CUMBERLAND, MARYLAND, ARRIVING MOSCOW FOR ONE WEEK APRIL 16 VIA BEA 672 HOURS 1620. PURPOSE VISIT HOLD TECHNICAL NEGOTIATIONS WITH AVTOPROMIMPORT REGARDING POSSIBLE DOLS 10 MILLION SALE OF MICROPRECISION EQUIPMENT TO BE USED IN DRILLING HOLES IN FUEL INJECTION NOZZLES FOR ENGINES TO BE PRODUCED AT KAMA PLANT.

2. IN NOVEMBER 1972, AVTOPROMIMPORT APPROACHED NAJET DIRECTLY TO QUOTE ON DRILLING EQUIPMENT AND EXPENDABLE TOOLING FOR KAMA PROJECT. NAJET HELD PRELIMINARY DISCUSSIONS WITH KAMA PURCHASING COMMISSION IN NEW YORK IN MARCH BUT WAS INFORMED IT WOULD BE NECESSARY TO HOLD DETAILED TECHNICAL DISCUSSIONS IN MOSCOW AND WAS REQUESTED TO COME ASAP. AVTOPROMIMPORT RECENTLY HELD DISCUSSIONS IN MOSCOW WITH ANOTHER U. S. FIRM, RAYCON, WHICH

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INTERESTED IN SELLING SIMILAR EQUIPMENT USING DIFFERENT DRILLING PROCESS. BOTH COMPANIES GENERALLY AWARE COMPETITOR'S INTEREST BUT UNAWARE SOVIETS ACTUALLY NEGOTIATING WITH EACH SIMULTANEOUSLY. APPEAR TO BE NO OTHER POSSIBLE U. S. INTEREST, BUT BOSCH OF FRG MAY BE COMPETING.

3. ACTION REQUESTED : STONE WILL CONTACT EMBASSY UPON ARRIVAL AND WOULD APPRECIATE BRIEFING AT TIME TO BE SET UP. AS NAJET, AS WELL AS RAYCON, BOTH SMALL COMPANIES (NAJET ANNUAL SALES TO MAJOR U. S. ENGINE MANUFACTURERS IN DOLS 20 THOUSAND RPT. THOUSAND RANGE) AND THIS IS FIRST TRANSACTION IN EASTERN EUROPE, WOULD APPRECIATE USUAL COURTESIES AND ANY BACKUP ASSISTANCE EMBASSY CAN PROVIDE TO COMPANY IN ITS NEGOTIATIONS.
DECONTROLLED FOLLOWING APRIL 9, 1974. ROGERS

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